

# TIMOTHY J. LANKFORD

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**Global Executive** with proven track record of leadership and business development success. Strong ability to establish relationships, organize teams, accomplish responsible growth and optimal P&L. Experience spans startup to Fortune 500 organizations.

## | EXPERIENCE |

**COUNTRYWIDE FINANCIAL CORP'S CSC FUTURES INC. , Chicago, IL**

**2007-2008**

**Executive Vice President / Chief Operating Officer**

- Responsible for all aspects of day to day management and business development for CSCF.
- Built team and infrastructure to operate clearing firm 5 months ahead of schedule and \$2mil under plan.
- Secured CFTC approval as FCM, CME Group Clearing Member and FIA Member status in 4 months.

**Independent Investor / Consultant, Kenilworth, IL**

**2004 - 2007**

- Identified and conducted market research/due diligence on various investments. Achieved outstanding returns.
- Strategic advisor and business development consultant to investment technology firm.

**SUSTAINABLE ASSET MANAGEMENT USA, INC. (SAM), Chicago, IL**

**2001 - 2004**

**President**

- Recruited to launch and manage US presence for niche Zurich-based asset management company.
- Established US office infrastructure and sales/marketing team; completed under budget. Ensured SEC compliance.
- Captured contract with major global bank. Won approval as preferred provider for leading online manager. Delivered 500+ client presentations and populated 12 consultant databases; featured in press 10+ times and at 17 industry forums.
- Secured relationships with consulting firms, public funds, corporations, endowments/foundations, emerging manager programs and high-net-worth individuals. Awarded RFP finalist for highly coveted state retirement plan.

**LIGHTSPEED MEDIA, Chicago, IL**

**1999 - 2001**

**Managing Director / Principal**

- Conceptualized and co-led development of electronic exchange platform for execution/clearing of media transactions.
- Structured and secured financing with renowned VC firm. Established unique clearing/escrow with major US exchange.

**BANKERS TRUST COMPANY NEW YORK (acquired by Deutsche Bank in 1999), Chicago, IL**

**1984 - 1999**

**President & CEO, Bankers Trust Futures Corporation, '94-'99 • Managing Director, '93-'99**

- Promoted to manage exchange traded derivatives division and foreign affiliates with 100-member workforce.
- Rebuilt \$30 million revenue base during industry downturn. Transformed business by shifting sales focus, adding creative STP technology and streamlining global operations infrastructure. Resulted in expanded client base and enhanced profitability.
- Served as member of Managing Director Executive Leadership and Strategy Team.

**Global Sales Director, Bankers Trust Futures Corporation, '90-'94**

- Integrated businesses across US, Europe, Asia and Australia to effectively align products/services with customer needs.

**Vice President & US Manager, Bankers Trust Futures Corporation, '86-'90**

- Expanded trading presence on CBOT. Inaugurated Bankers Trust as clearing member of Chicago exchanges.
- Introduced 1st-of-its-kind outsourcing solution to exchange marketplace; quickly became industry standard.

**Vice President, Bankers Trust Company, '84-'86**

- Gained approval for new position; leveraged exchange expertise to establish CME trading desk.

Other: **Project Consultant & Advisor**, Singapore International Monetary Exchange; **Vice President, Institutional Sales & Trading**, Lehman Brothers Kuhn Loeb; **International Monetary Market Sales Manager**, Cargill Investor Services; and **Trust Department Property Manager**, Continental Bank.

## | EDUCATION & INTERESTS |

BS, Agriculture, University of Missouri • Series 3 Licensed  
Former Board Director, Chicago Mercantile Exchange and Futures Industry Association  
CME Business Conduct, NFA Hearing and FCM Advisory Committee Member  
Hospice Vigil Team Member and Youth Survivor Counselor